

How to identify your “A” List Client

I love it when my clients _____.

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I love it when my clients _____.

I hate it when my clients _____.

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I hate it when my clients _____.

Compile your list of answers and whenever you have a meeting with a prospective client, ask questions, or create on boarding procedures, that will tell you whether they will have behaviors on your love or hate list. A list clients are just clients you love to work with.